



t's rare that any business venture is successful because of one person. Most times, the men and women who had a vision and acted on that vision worked along with others. A physician could no more perform surgery without the assistance from a team of nurses, specialists and technicians than a racecar driver without the mechanics and pit crew. Teamwork is essential to success.

That teamwork present in Baltimore is quite evident to anyone who works on any of our six public terminals. The intricacies of working multiple operations on a single terminal are similar to a choreographed dance: Each person must be in alignment with the other and know what their role is in order to perform it effectively. However, unlike

safely to its resting place on the vessel readying it for the next leg of its trip.

Without that partnership of everyone working together, this 30- to 40-second mechanical dance could never have taken place. The International Longshoremen's Association here in Baltimore is the most productive on the East Coast, and the partnership between the ILA and the Port has led to continued growth in container traffic.

There's another kind of partnership that has made the Helen Delich Bentley Port of Baltimore one of the leaders in the maritime community for the last 50 years, and that's the partnership with our customers. For decades, we have experienced successful relationships with major shipping lines,

Port, Partners Share Success Achieved Through Teamwork

a dance piece, a misstep in terminal operations could result in serious injury or damage to a customer's cargo that could cost in the hundreds of thousands of dollars.

One of my first observations when I settled into this position and visited Dundalk, Seagirt, North and South Locust Point, and the other terminals was how well orchestrated the daily operation was here.

I watched as the truck drivers moved with speed and a kind of grace up alongside a ship as other laborers directed the driver to his designated position for loading a heavy cargo container aboard ship. Then I saw the crane operator 200 feet above me glide effortlessly over the container cargo and lower the spreader into position. With precision, the operator hooked onto the box and lifted it

the automotive industry, heavy equipment manufacturers and producers of forest products, to name a few.

These lasting business collaborations are because we have learned that to make things work we must work together and when we put pen to paper, we do so with the understanding that we are all on the same team — a team with success as our mutual goal.

Brooks Royster
Executive Director



KATHY BERGREN SMITH